

ETP Approved Contracts FY 16-17* *through November 2016 Panel

Development and Administrative Service Costs

Consultant Fee Comparison Chart

KEY TERMS: [Administrative Fees](#) [Payment Earned](#) [Performance Standards](#) [Not Applicable](#)

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Abbott Consulting Group	\$4,500	6%	N/A	ET17-0137-000	\$73,800
	\$4,500	5%	N/A	ET17-0144-000	\$88,560
	\$4,500	1%	≤13%	ET17-0224-000	\$444,736
ADP	\$0	0%	≤13%	ET17-0169-000	\$576,000
	\$10,000	6%	≤13%	ET17-0179-000	\$169,560
Anderson Business Coaching (ABC)	\$3,000	3%	≤10%	ET17-0132-000	\$97,812
Assured Incentive Group	\$1,800	23%	≤13%	ET17-0217-000	\$7,700
BDO Company	\$5,000	4%	N/A	ET17-0149-000	\$120,288
Blanding Consulting	\$900	7%	≤13%	ET17-0199-000	\$12,480
BLI Co.	\$8,000	1%	≤13%	ET17-0101-000	\$749,988
	\$8,000	2%	≤13%	ET17-0236-000	\$374,760
California Labor Federation in Sacramento + Strategy Workplace Communications	\$0	0%	≤13%	ET17-0906-000	\$501,200
	\$0	0%	≤13%	ET17-0911-000	\$237,800
	\$1	0%	≤13%	ET17-0912-001	\$801,440
California Manufacturing Technology Consulting (CMTc)	\$15,000	6%	≤13%	ET17-0147-000	\$266,040
California Training Administration	\$2,500	2%	≤13%	ET17-0119-000	\$115,200
	\$2,500	1%	≤13%	ET17-0182-000	\$303,000
CalTraining, Inc.	\$3,000	3%	≤13%	ET17-0145-000	\$97,038
CMTA	\$5,000	5%	≤13%	ET17-0113-000	\$96,016
CTCNC	\$10,000	1%	≤10%	ET17-0902-000	\$949,180
Deloitte Tax LLP	\$40,000	10%	N/A	ET17-0188-000	\$406,200
	\$5,000	1%	≤13%	ET17-0237-000	\$372,280
e-VentExe	\$2,000	4%	≤13%	ET17-0102-000	\$50,050
Glendale Community College Professional Development Center (PDC)	\$0	0%	≤10%	ET17-0213-000	\$99,960
Herrera & Company	\$7,500	2%	≤13%	ET17-0231-000	\$432,000
	\$0	0%	≤13%	ET17-0232-000	\$374,640
Judith's Training Services (JTS)	\$9,500	8%	≤13%	ET17-0107-000	\$111,820
Kirkpatrick Enterprise International	\$0	0%	≤10%	ET17-0122-000	\$401,200
	\$0	0%	N/A	ET17-0150-000	\$949,611
	\$0	0%	≤10%	ET17-0131-000	\$81,600
Law Offices of David Clark	\$3,900	10%	≤13%	ET17-0208-000	\$39,000
	\$780	10%	≤13%	ET17-0202-000	\$7,800
Lean QA	\$0	0%	≤2.5%	ET17-0233-000	\$223,820
Leonard Stephens	\$4,500	3%	≤13%	ET17-0170-000	\$143,370
Manex	\$2,870	10%	≤13%	ET17-0154-000	\$28,704
National Training Company	\$15,000	4%	≤13%	ET17-0123-000	\$339,560
	\$5,000	2%	≤13%	ET17-0192-000	\$309,145

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	\$	%			
	\$5,000	6%	≤13%	ET17-0196-000	\$89,880
	\$10,000	5%	≤13%	ET17-0229-000	\$210,750
	\$10,800	1%	≤13%	ET17-0117-000	\$749,070
	\$5,000	2%	≤13%	ET17-0160-000	\$200,750
	\$10,000	6%	≤13%	ET17-0178-000	\$164,604
	\$7,500	2%	≤13%	ET17-0100-000	\$450,750
	\$10,000	6%	≤13%	ET17-0185-000	\$178,500
	\$5,000	2%	≤13%	ET17-0220-000	\$239,580
National Training Systems (NTS)	\$36,939	5%	≤12%	ET17-0125-000	\$741,132
	\$21,686	6%	≤13%	ET17-0126-000	\$358,002
NTSI Ladera Ranch	\$7,516	4%	≤13%	ET17-0157-000	\$187,200
Propel Consulting Group	\$7,153	4%	≤11%	ET17-0194-000	\$173,832
	\$5,998	7%	≤13%	ET17-0218-000	\$79,974
	\$6,298	7%	≤13%	ET17-0209-000	\$83,980
RSM US, LLP	\$1,000	1%	≤13%	ET17-0114-000	\$93,132
	\$5,000	4%	≤13%	ET17-0203-000	\$130,410
Sallyanne Monti Consulting	\$3,000	1%	≤13%	ET17-0127-000	\$253,726
Sierra Consulting Services	\$5,789	10%	≤13%	ET17-0115-000	\$59,150
	\$1,210	9%	≤13%	ET17-0200-000	\$13,104
Steve Duscha Advisories	\$0	0%	≤10%	ET17-0136-000	\$941,325
	\$10,000	1%	≤13%	ET17-0900-000	\$949,221
	\$17,000	2%	≤13%	ET17-0195-000	\$738,000
	\$2,000	4%	≤12.2%	ET17-0903-000	\$50,720
	\$10,000	1%	≤13%	ET17-0905-000	\$765,376
	\$10,000	4%	≤12.2%	ET17-0907-000	\$281,820
	\$10,000	2%	≤13%	ET17-0908-000	\$601,060
	\$10,000	4%	≤12.2%	ET17-0910-000	\$250,200
Strategic Business Solutions	\$832	7%	≤13%	ET17-0187-000	\$11,880
	\$493	7%	≤13%	ET17-0152-000	\$7,040
	\$5,500	6%	≤7%	ET17-0171-000	\$99,424
Strategy Workplace Communications	\$0	0%	≤13%	ET17-0901-000	\$530,512
	\$0	0%	≤13%	ET17-0904-000	\$551,960
Synergy Management Consultants	\$38,000	10%	≤13%	ET17-0104-000	\$375,120
	\$7,550	8%	≤13%	ET17-0106-000	\$95,544
	\$1,440	8%	≤13%	ET17-0167-000	\$18,040
	\$1,150	8%	≤13%	ET17-0172-000	\$14,520
Tax Credit Co.	\$15,000	3%	≤8%	ET17-0116-000	\$457,179
	\$2,500	0%	≤4%	ET17-0159-000	\$633,276
Training Funding Partners (TFP)	\$5,000	1%	≤12%	ET17-0118-000	\$395,876
	\$9,500	5%	≤13%	ET17-0148-000	\$173,600
	\$12,500	3%	≤7%	ET17-0190-000	\$490,000
	\$17,500	3%	≤11%	ET17-0191-000	\$652,110
	\$24,600	6%	≤13%	ET17-0197-000	\$413,000

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	\$	%			
	\$7,400	8%	≤13%	ET17-0153-000	\$96,600
Training Funding Source (TFS)	\$9,500	10%	≤13%	ET17-0215-000	\$93,440
	\$2,900	6%	≤13%	ET17-0210-000	\$51,480
	\$2,900	7%	≤13%	ET17-0214-000	\$42,120
	\$1,900	7%	≤13%	ET17-0103-000	\$28,600
	\$1,500	4%	≤13%	ET17-0111-000	\$33,930
	\$1,900	5%	≤13%	ET17-0110-000	\$37,700
	\$2,000	8%	≤13%	ET17-0128-000	\$26,390
	\$6,900	7%	≤13%	ET17-0140-000	\$100,600
	\$9,500	2%	≤13%	ET17-0180-000	\$421,524
	\$9,501	5%	≤13%	ET17-0181-000	\$188,284
	\$6,900	6%	≤13%	ET17-0204-000	\$116,996
	\$900	5%	≤13%	ET17-0163-000	\$18,200
	\$2,500	9%	≤13%	ET17-0138-000	\$29,276
	\$7,900	6%	≤13%	ET17-0234-000	\$133,056
	\$1,900	9%	≤13%	ET17-0212-000	\$20,152
Training Refund Group (TRG)	\$5,000	4%	≤13%	ET17-0133-000	\$123,000
	\$3,000	2%	≤13%	ET17-0146-000	\$122,400
	\$3,000	5%	≤13%	ET17-0142-000	\$61,798
	\$5,000	4%	≤13%	ET17-0228-000	\$124,110
TubeMogul	\$5,000	3%	≤13%	ET17-0112-000	\$172,800
Welsh Advisors Inc	\$0	0%	≤10%	ET17-0173-000	\$738,966
	\$1,661	7%	≤13%	ET17-0225-000	\$23,400

Key Terms:

Administrative Fees paid to a consultant are capped at 13% for incumbent worker training and 20% of payment for new hire training.

Payment Earned means the amount of funding a company or other contractor is entitled to retain, if all performance standards are met.

Performance Standards are measured per-trainee. There are three basic standards: hours of training delivered, period of time retained in employment and wages earned post-retention.

Not Applicable means the company or other contractor did not, or has not decided whether to hire a consultant.